

## Message Text

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ACTION INR-07

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FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 5874

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E.O. 11652: N/A

TAGS: PINR, ETEL, EINV, MX

SUBJECT: FOREIGN SMALL EARTH-STATION TECHNOLOGY ASSESSMENT

REF: A) STATE 282811; B) 4864

1. EMBASSY TCO DISCUSSED GOM SMALL EARTH STATION PLANS WITH DIRECTOR GENERAL OF TELECOMMUNICATIONS CARLOS NUNEZ A., SECRETARIAT OF COMMUNICATIONS AND TRANSPORTATION (SCT).

2. GOM IS PREPARING A NATIONAL TELECOMMUNICATIONS PLAN WHICH WILL BE COMPLETED BY THE END OF 1975 AND WILL INCLUDE SMALL EARTH STATIONS. A SUPPORTIVE STUDY IS NOW IN ITS EARLY STAGES, AND DATA ARE NOT YET AVAILABLE. NUNEZ EMPHASIZED THAT THE SMALL EARTH STATION COMPONENT HINGED UPON ASSURED MEXICAN ACCESS TO WESTAR OR ANOTHER APPROPRIATE COMMUNICATIONS SATELLITE.

3. THERE IS CURRENTLY NO FIRM PLAN TO ACQUIRE ADDITIONAL EARTH STATION EQUIPMENT. TWO SMALL EARTH STATIONS WERE PURCHASED THIS MONTH FROM HUGHES AIRCRAFT FOR EXPERIMENTAL PURPOSES AT A COST OF US DOLLARS 120,000. THIS WAS A FOLLOW-UP TO A TEST OF A HUGHES SMALL EARTH STATION SET UPON THE ISLA CEDROS, BAJA CALIFORNIA NORTE, ON OCTOBER/NOVEMBER 1974 USING WESTERN UNION SATELLITE WESTAR AND A LANDLINE TO MEXICO CITY. GOM NORMALLY PREFERS TO PURCHASE EQUIPMENT FROM JOINT US-MEXICAN COMPANIES, WITH MAJORITY OWNERSHIP MEXICAN.

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HOWEVER, NO SUCH FIRMS EXIST WHICH MANUFACTURE SMALL

EARTH STATIONS IN MEXICO.

4. ANSWERS TO SECTION 6 QUESTIONS (REFTEL A) ARE:

(A) FINANCIAL ARRANGEMENTS HAVE SO FAR BEEN CASH. (B) POLITICAL CONSIDERATIONS USUALLY UNIMPORTANT AND DIFFICULT TO PINPOINT. (C) TOTAL COST OF SYSTEM, IF A MAJOR PROJECT, IS IMPORTANT IN SCT'S COMPETING WITH OTHER GOM AGENCIES. OTHERWISE, FUNDS CAN BE MADE AVAILABLE IF PROJECT GIVEN PRIORITY. (C) REPUTATION AND SERVICE ARE VERY IMPORTANT, ESPECIALLY WITH REGARD TO SPARE PARTS AVAILABILITY AND CONTINUITY. NUNEZ MENTIONED CASE OF COLLINS RADIO (WHICH HAS HAD CHANGES IN LOCAL DISTRIBUTORS) AND UNNAMED JAPANESE FIRM (WHOSE LOCAL REPRESENTATIVE WENT OUT OF BUSINESS) AS BEING VERY BOTHERSOME TO SCT. (E) IN NET BALANCE OF TRADE TERMS, IT WOULD BE A 100 PERCENT DEFICIT ITEM, BUT THAT CONSIDERATION IS NOT AS IMPORTANT. (F) DELIVERY SCHEDULE IS NOT AS IMPORTANT AS WILLINGNESS OF SUPPLIER TO HOLD PRICE FOR LONG PERIODS. MOVING A PURCHASE ORDER THROUGH THE GOM BUREAUCRACY IS IN EXCESS OF THREE MONTHS AND SUPPLIER SHOULD BE PREPARED TO AGREE TO HOLD PRICES CONSTANT FOR AT LEAST THAT PERIOD OF TIME. (G) TECHNICAL PERFORMANCE IS VIEW AS OF "FUNDAMENTAL" IMPORTANCE. (H) RELIABILITY AND MAINTAINABILITY OF EQUIPMENT IS CONSIDERED "ESSENTIAL" BECAUSE OF THE DEMANDS OF CONTINUAL OPERATION.

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